



## Webinar Q&A, December 01, 2015

**Q: Is it a requirement to be on GSA Schedules in order to apply to this RFI? Will GPG help a company get on schedule?**

A: No, being on schedule is not a requirement. Most technologies that have been selected for these programs were not on schedule when they were selected. GPG can provide you with resources to help you get on schedule during your evaluation or upon its conclusion.

**Q: What is considered an acceptable payback period for HIT and GSA projects? How is this time frame determined?**

A: HIT: Payback is key in getting projects to move forward, and HIT typically looks for payback periods within 2-5 years. Building owners are competing for funds, and according to our partners in DOE's Better Buildings program, even 5 years can seem like a long payback period. Outside of simple payback, other measures of cost effectiveness can include benefits like extended life and operations and maintenance savings.

GPG: A unique characteristic of GSA is the duration for which we hold our buildings; approximately one-third of our owned portfolio is listed in or eligible for the National Register of Historic Places. Since our buildings are long-term investments, GSA is open to longer simple payback periods, assuming the technology is life-cycle cost-effective. In recent years, GSA has increasingly considered energy savings performance contracts and other sources of third-party financing. Generally, ESPCs require paybacks of less than ten years, though there are some authorities that increase that to twenty years.

**Q: Will a technology be considered that focuses on properties adjacent to buildings, e.g. parking lots and roofless parking garages?**

A: Absolutely. Both DOE and GSA have done work on parking garages—using PV as a canopy, for instance—and there is a lot of emphasis on developing net-zero parking structures. But the technology should apply to buildings, and not be dependent on the presence of a vehicle to be effective. Charging stations for electric vehicles, for instance, would not be within the scope of our programs.

**Q: Are the terms of "technology gifting" to the government indefinite or are there provisions allowing for purchase of technology transfer after program evaluation?**

A: The technology needed for assessment under the GPG program must be provided as an unrestricted gift to the American people, in perpetuity. This has benefits for the vendor; because it's an unrestricted gift, we are prohibited from doing anything that will reveal your intellectual property, and we are able to work with you outside the limitations of standard procurement.

**Q: Our technology provides a service as part of our revenue model. Would we be expected to provide this service for free?**

A: A great number of the technologies we have assessed have involved some kind of IT component and quite a few have a software as a service (SaaS) model. The gift for these technologies only lasts for the period of the study.

**Q: Will technologies be considered that are not on the 2015 HIT List?**

A: No. If your technology does not fit within this year's categories, we would encourage you to check back next year to see how our targeted technologies may have changed.

Outside of this RFI, you can always submit your technology through the DOE Building Technologies Office prioritization tool, which can open up other opportunities—

<http://energy.gov/eere/buildings/downloads/prioritization-tool-measurement-input-form>.

It should also be noted that the 2015 DOE HIT list includes two categories that are not part of this joint program: refrigeration and lighting controls (<http://energy.gov/eere/buildings/high-impact-technology-catalyst>). These categories were not included in the RFI due to their limited deployment potential in GSA facilities, or due to other ongoing efforts that overlap with this year's program.

You may also look into opportunities through the Environmental Security Technology Certification Program (ESTCP)—<https://www.serdp-estcp.org/>.

**Q: Is there going to be a small business advantage?**

A: There is no formal carve-out for small or disadvantaged businesses in either program, but both programs have evaluated technologies from vendors spanning a wide spectrum of scale and establishment. GPG recognizes that technology gifting may be more challenging for small businesses, but the program always aims to work within each vendor's means. Additionally, DOE supports small businesses through the [Small Business Innovation Research and Technology Transfer programs](http://science.energy.gov/sbir/), <http://science.energy.gov/sbir/> as well as the recently launched Small Business voucher program, [sbv.org](http://sbv.org).

**Q: Is market financing an option to avoid budget limitations?**

A: In many cases, financing is not an option for emerging technologies because the risk is too high, which is one of the reasons we support technology demonstrations. Utility programs may be one exception to this rule. If financing is available for your technology demonstration, please identify the program and provide a solid commitment from the financing partner as part of your RFI submittal. On-Bill Recovery Financing, Performance Contracting or Property Assessed Clean Energy (PACE) Financing could help pay for some measures and would help us deploy faster.

**Q: Are you looking at both new construction and retrofits?**

A: GSA is focused on retrofits, because this is the majority of what we do, and where the primary opportunity is. HIT also emphasizes retrofit, though new construction is growing and may be more appropriate for certain technologies.

**Q: Does this RFI include building and energy dashboards, measuring devices and other enabling technologies?**

A: We are primarily looking at technologies that save energy, but enabling technologies that drive energy savings will be considered. That said, we want you to demonstrate that your technology supports energy savings.

**Q: Is there a cap on the number of projects that are chosen for on-site evaluation?**

A: We want to present as many opportunities to our partners as possible, based on our available resources. However, technologies that meet cost and savings thresholds are more likely to be selected for demonstration and deployment by commercial partners. Our emphasis is on cost-effective technologies that present large-scale energy savings opportunities for commercial buildings.

**Q: Would you include lighting controls in energy management technologies?**

A: Yes, if they are connected lighting systems that communicate and integrate with energy management systems.

**Q: Are there specific methods provided to establish payback? For instance, how would building-integrated PV be evaluated?**

A: Payback should incorporate the incremental cost difference between the demonstrated technology and the baseline technology (what would normally be done, e.g. a normal roof, window or wall retrofit) and the energy cost savings associated with the demonstrated technology. Technologies like BIPV may also be compared against standard rooftop PV panels or utility power.

**Q: Would we be able to keep the data acquired during the evaluation period?**

A: The vendor retains ownership of any data collected by the vendor during the evaluation but will be expected to share demonstration data as necessary to support the evaluation and final market-facing resources. Vendors also have access to any data collected by the national labs and published publically. See examples in previously published reports on the Green Proving Ground website [gsa.gov/gpg](http://gsa.gov/gpg).

**Q: Our solution incorporates more than one technology and some portions are further along in testing/deployment. How will you evaluate when all components of a vendor's solution are not at the same stage of market readiness?**

A: All components do not need to be at the same stage of market readiness; we are looking for innovative pre- and early commercial technologies. That said, we need to feel confident that your technology will be operable and safe in a real-world, tenant-occupied space. Any critical components that are still in the earlier stages of R&D should be discussed in your application, with a description of the path forward to stable performance and market commercialization.

**Q: Will you consider a technology under the water and water reuse category that saves energy but does not save water?**

A: Overall, we are looking for technologies that have the potential to save water and/or energy. We will consider technologies submitted under the water category that do not save water, if they are able to demonstrate energy savings through more efficient water treatment.

**Q: Is daylighting considered a renewable energy?**

A: Daylighting technologies will generally be considered under the category “window attachments.” Daylighting technologies will likely be more successful if the submittal demonstrates energy savings, other benefits and some level of innovation over the current state of the art which has been thoroughly demonstrated.

**Q: Can you provide a direct link to the form that we need to fill out?**

A: <http://survey.clicktools.com/go?iv=2x6luegi4mw3h>